



# 2002 ECONOMIC CENSUS

## INTEGRATED RECORD PRODUCTION AND DISTRIBUTION (CONSOLIDATED)

OMB No. 0607-0887: Approval Expires 09/30/2004

**DUE DATE**  
**FEBRUARY 12, 2003**

**Mail** your completed form to:  
**U.S. CENSUS BUREAU**  
**1201 East 10th Street**  
**Jeffersonville, IN 47134-0001**

IN-51251

**Please read** the accompanying information sheet(s) before answering the questions.

**Need help or have questions about filling out this form?**

**Visit** our Web site at [www.census.gov/econhelp](http://www.census.gov/econhelp)

**Call** 1-800-233-6136, between 8:00 a.m. and 8:00 p.m., Eastern time, Monday through Friday.

**- OR -**

**Write** to the address above. Include your 11-digit Census File Number (CFN) printed in the mailing address.

**INFORMATION COPY  
DO NOT USE TO REPORT**

(Please correct any errors in this mailing address.)

**YOUR RESPONSE IS REQUIRED BY LAW.** Title 13, United States Code, requires businesses and other organizations that receive this questionnaire to answer the questions and return the report to the U.S. Census Bureau. By the same law, **YOUR CENSUS REPORT IS CONFIDENTIAL.** It may be seen only by persons sworn to uphold the confidentiality of Census Bureau information and may be used only for statistical purposes. Further, copies retained in respondents' files are immune from legal process.

- Use blue or black ink.
- Do not use pencil.
- Place an "X" inside the box.
- Please center numbers in their respective boxes. Examples:
- Do not put slashes through 0 or 7.

<input checked="" type="checkbox"/>	0	1	2	3	4	5	6	7	8	9
-------------------------------------	---	---	---	---	---	---	---	---	---	---

The reporting unit for this form is a consolidation of all your company's domestic establishments for the industry specified in the mailing address section. Establishments are generally single physical locations. Please update the pre-identified establishments for this industry in the locations of operations supplement. For further clarification, see information sheet(s).

HOW TO REPORT DOLLAR FIGURES	Dollar figures should be <b>rounded to thousands</b> of dollars.	Mark "X" if None	2002				
			\$ Bil.	Mil.	Thou.	Dol.	
	If a figure is <b>\$1,025,628.79</b> :	<input type="checkbox"/>		1	0	2	6
	If a value is "0" (or less than \$500.00):	<input checked="" type="checkbox"/>					

**1-3** Not Applicable.

**4 SALES, SHIPMENTS, RECEIPTS, OR REVENUE**

Operating receipts of this consolidated reporting unit (Report total consolidated receipts derived from releasing and distributing sound recordings (e.g., compact discs, audio tapes, etc.), including recordings marketed through sales offices.) . . . . . 0100

Mark "X" if None	2002			
	\$ Bil.	Mil.	Thou.	Dol.
<input type="checkbox"/>				

**5 E-COMMERCE SALES, SHIPMENTS, RECEIPTS, OR REVENUE**

**A.** Did this reporting unit have any e-commerce sales, receipts, and/or revenue in 2002? (E-commerce includes sales, receipts, and/or revenue from any transaction completed over an Internet, Extranet, Electronic Data Interchange (EDI) network, electronic mail, or other online system. Transactions are agreements between buyers and sellers to transfer ownership of, or rights to use, goods or services. Payment for these goods or services may or may not be made online. Please see the information sheet(s) for further clarification.)

0181  Yes - Go to line B      0182  No - Go to **6**

2002			
Estimates are acceptable			
\$ Bil.	Mil.	Thou.	Dol.

**B.** E-commerce sales, receipts, and/or revenue of this reporting unit (Include e-commerce sales, receipts, and/or revenue in **4**. Exclude sales taxes.) . . . . . 0185



51251015

**6** EMPLOYMENT AND PAYROLL

**Include:**

- Full- and part-time employees for this reporting unit whose payroll was reported on Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return.

**Exclude:**

- Full- or part-time leased employees whose payroll was filed under an employee leasing company's EIN.
- Temporary staffing obtained from a staffing service.

For further clarification, see information sheet(s).

Mark "X" if None	2002
	Number
	<input type="checkbox"/>

**A.** Number of employees for pay period including March 12 . . . . . 0320

**B.** Payroll before deductions (Exclude employer's cost for fringe benefits.)

Mark "X" if None	2002			
	\$ Bil.	Mil.	Thou.	Dol.

**1.** Annual payroll . . . . . 0300

**2.** First quarter payroll (January-March, 2002) . . . . . 0310

**7** LEASED EMPLOYMENT AND PAYROLL

**A.** Did this reporting unit have any full- or part-time leased employees whose payroll was filed under an employee leasing company's EIN?

**Exclude:**

- Temporary staffing obtained from a staffing service.
- Contractors, subcontractors, or independent contractors.
- Purchased or managed services, such as janitorial, guard, or landscape services.
- Professional or technical services purchased from another firm, such as software consulting, computer programming, engineering, or accounting services.
- Employees already reported in **6**.

For further clarification, see information sheet(s).

0241  Yes - Go to line B      0242  No - Go to **13**

Mark "X" if None	2002
	Number
	<input type="checkbox"/>

**B.** Number of leased employees for pay period including March 12. . . . . 0370

**C.** Payroll for leased employees before deductions (Exclude employer's cost for fringe benefits.)

Mark "X" if None	2002			
	\$ Bil.	Mil.	Thou.	Dol.

**1.** Annual payroll for leased employees . . . . . 0350

**2.** First quarter payroll for leased employees (January-March, 2002) . . . . . 0360

**8 - 9** Not Applicable.



51251023

If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

**10 INVENTORIES**

(Report inventories using generally accepted accounting practices.)

**A.** Did this reporting unit have inventories at the end of 2001 or 2002?

0486  Yes - Go to line B      0487  No - Go to **13**

**B.** Were inventories of this reporting unit subject to the Last-in, First-out (LIFO) method of valuation?

0481  Yes - Use the sum of the LIFO amount (E2) plus the LIFO reserve (E1) for completing lines C and D2.

0482  No - Complete only lines C1 through D1. Line D1 should equal line C4.

C. Inventory by category	Mark "X" if None	End of 2002				Mark "X" if None	End of 2001				
		\$ Bil.	Mil.	Thou.	Dol.		\$ Bil.	Mil.	Thou.	Dol.	
1. Finished goods . . . . . 0461	<input type="checkbox"/>					0471	<input type="checkbox"/>				
2. Work-in-process . . . . . 0463	<input type="checkbox"/>					0473	<input type="checkbox"/>				
3. Materials, supplies, fuels, etc. . . . . 0462	<input type="checkbox"/>					0472	<input type="checkbox"/>				
4. <b>Total inventories</b> (Sum lines C1 through C3). . . . . 0460	<input type="checkbox"/>					0470	<input type="checkbox"/>				
<b>D.</b> Of the value on line C4 report:											
1. Amount not subject to LIFO costing (Report detail in <b>11</b> .) . . . . . 0464	<input type="checkbox"/>					0474	<input type="checkbox"/>				
2. Amount subject to LIFO costing (gross) . . . . . 0465	<input type="checkbox"/>					0475	<input type="checkbox"/>				
<b>E.</b> Of the value on line D2 report:											
1. Amount of LIFO reserve. . . . . 0466	<input type="checkbox"/>					0476	<input type="checkbox"/>				
2. Amount of LIFO value (net) . . . . . 0467	<input type="checkbox"/>					0477	<input type="checkbox"/>				

**11 INVENTORY VALUATION**

Methods of valuation for inventories not subject to LIFO costing at the end of 2002

(Using the inventory value reported in **10**, line D1 above, report the breakdown of the value for end of 2002 according to the inventory valuation methods shown below.)

A. First-in, First-out (FIFO). . . . . 0491	Mark "X" if None	End of 2002			
		\$ Bil.	Mil.	Thou.	Dol.
B. Average cost . . . . . 0492	<input type="checkbox"/>				
C. Standard cost . . . . . 0493	<input type="checkbox"/>				
D. Other methods - Specify $\nabla$					
0895 <input type="text"/>	<input type="checkbox"/>				
E. <b>TOTAL</b> (Should equal the value reported in <b>10</b> , line D1 for end of 2002.) 0490	<input type="checkbox"/>				

51251031

**12-17** Not Applicable.

**18** KIND OF BUSINESS OR ACTIVITY  
Principal kind of business or activity in 2002  
(Mark "X" only ONE box.)

**Sound recording industries**

- 0700 512 220 00 16  Integrated record production/distribution (Primarily engaged in releasing, promoting, and distributing sound recordings, including audio tapes/cassettes/compact discs.)
- 777 512 51 10  Manufacturing plant engaged in duplication and packaging audio tapes/cassettes/compact discs - affiliated with an integrated record production and distribution company
- 777 512 51 28  Audio tape/compact disc duplication and packaging on a contract or fee basis (Not engaged in releasing, promoting, and distributing sound recordings.)
- 777 512 51 36  Sales offices of integrated record production and distribution company (Primarily engaged in selling records, tapes, and compact discs to wholesalers and retailers.)
- 512 210 00 18  Record production, contracting with musical artists, arranging, and financing the production of original master recordings

**Other kind of business or activity**

- 777 512 51 44  Record club, selling records, tapes, or compact discs by mail
- 773 000 00 28  Other kind of business or activity - Specify

0701

**19-21** Not Applicable.

HOW TO  
REPORT  
PERCENTS



If figure is **38.76%** of total sales:

**Report whole percents**

2002				
Estimates are acceptable. Report dollars OR percents.				
\$ Bil.	Mil.	Thou.	Dol.	Percent
				3 9

**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE  
(Report receipts by source for this consolidated reporting unit, either as a dollar figure or as a whole percent of total receipts (reported in 4). See HOW TO REPORT DOLLAR FIGURES on page 1 and HOW TO REPORT PERCENTS above. Do not combine data for two or more receipts lines.)

- Report receipts from "musical works" (the underlying musical composition) on line 1.**
- Report receipts from "sound recordings" (prerecorded music on masters) on lines 2 and 3(a-d).**
- Line 1a** - Report royalties from live performances or performances broadcast on television, either live or prerecorded.
- Line 1b** - Report royalties collected from record companies and others who reproduce copyrighted compositions (e.g., phonomechanical, synchronization, broadcast mechanical, private copy, or reprography).
- Line 1c** - Report royalties from the sales of printed music (e.g., composition, orchestra scores, etc.)
- Line 2** - Include sales of master recordings to integrated record production/distribution companies, and fees for authorizing reproduction by record clubs or foreign record companies.
- Line 4** - Include bound collections of musical notes, songs, tablature, lyric books, etc. Exclude sheet music and books about music, artists, or instruments in a text-based format.
- Line 5** - Include a single piece of music or small collection of musical notes, songs, tablature, lyrics, etc. Exclude music book publishing.

CONTINUE WITH 22 ON PAGE 5



51251049

If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Description of sales, shipments, receipts, or revenue	Census use	2002				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
<b>1.</b> Royalties, license fees, and other payments for authorizing the use of musical compositions						
<b>a.</b> Performance . . . . .	32131					
<b>b.</b> Reproduction . . . . .	32132					
<b>c.</b> Distribution . . . . .	32133					
<b>d. Sum lines 1a through 1c</b> . . . . .	32130					
<b>2.</b> Receipts from sales, leasing, and licensing fees of master recordings . .	32140					
<b>3.</b> Sales of duplicate recordings generated from masters that you own or lease the rights to						
<b>a.</b> Prerecorded audio discs						
<b>(1)</b> Compact disc (CD), full-length . . . . .	32151					
<b>(2)</b> Compact disc (CD), singles/maxisingles . . . . .	32152					
<b>(3)</b> Others, including audio and visual CD, enhanced CD, and minidisc . . . . .	32153					
<b>(4) Sum lines 3a(1) through 3a(3)</b> . . . . .	32150					
<b>b.</b> Prerecorded audio tapes, including DAT						
<b>(1)</b> Cassettes, full-length . . . . .	32161					
<b>(2)</b> Cassettes, singles/maxisingles . . . . .	32162					
<b>(3)</b> Other, including 8-track, DAT, and DCC . . . . .	32163					
<b>(4) Sum lines 3b(1) through 3b(3)</b> . . . . .	32160					
<b>c.</b> Prerecorded audio records						
<b>(1)</b> Vinyl long playing (LP) . . . . .	32171					
<b>(2)</b> Vinyl singles, including 7 and 12 inch . . . . .	32172					
<b>(3) Sum lines 3c(1) and 3c(2)</b> . . . . .	32170					
<b>d.</b> Prerecorded video discs or tapes						
<b>(1)</b> Prerecorded video discs, including laser and DVD . . . . .	32181					
<b>(2)</b> Prerecorded video tapes . . . . .	32182					
<b>(3) Sum lines 3d(1) and 3d(2)</b> . . . . .	32180					

CONTINUE WITH **22** ON PAGE 6

CONTINUE ON PAGE 6

51251056

**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Description of sales, shipments, receipts, or revenue	Cen- sus use	2002				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
<b>4.</b> Music book publishing . . . . .	32110					
<b>5.</b> Sheet music publishing . . . . .	32120					
<b>6.</b> Distribution for others of finished products that do not involve buying or leasing masters . . . . .	32190					
<b>7.</b> Receipts from the use of recording studio . . . . .	32200					
<b>8.</b> Fees received from collecting royalties for copyright holders . . . . .	32210					
<b>9.</b> Audio taping of conferences, seminars, and meetings . . . . .	32220					
<b>10.</b> Radio show tape production/distribution . . . . .	32230					
<b>11.</b> Sales of other merchandise . . . . .	39038					
<b>12.</b> All other receipts - <i>Specify if more than 10 percent of total receipts</i> ↴  	39531					
<b>13. TOTAL RECEIPTS - Sum of lines should equal 4 if reporting in dollars</b> . . . . .	39690					1 0 0

**23-24** Not Applicable.

**25** EXPORTS OF GOODS AND SERVICES

**NOTE** - An export is a tangible or intangible product (i.e., good, license agreement, reproduction right, service) that is sold or transferred to a customer or client (individual, government, business establishment, etc.) located **outside** the United States (i.e., outside the 50 States, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). Products transferred to, sold to, or services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.) are included. Products provided to domestic subsidiaries of foreign firms are excluded.

**A.** Did the receipts (reported in 4) include any amounts for exported goods or services?

0911  Yes - Go to line B

0912  No

2002			
\$ Bil.	Mil.	Thou.	Dol.

**B.** Amount of receipts for exported goods or services . . . . . 0914

**26-27** Not Applicable.



If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

**28** LOCATIONS OF OPERATION

**A.** Complete pre-identified locations of operation supplement (See attached pages.)

**B.** Complete additional locations of operation supplement (See attached pages.)

**C.** Number of locations

**Include:**

- All locations in operation or temporarily inactive in **28A**.
- All locations added in **28B**.

**Exclude:**

- All locations that have ceased operation or were sold.

Mark "X" if None

2002
Number

Total number of locations currently in operation . . . . . 6070

**29** Not Applicable.

Remarks (Please use this space for any explanations that may be essential in understanding your reported data.)

**30** CERTIFICATION - This report is substantially accurate and was prepared in accordance with the instructions.

Is the time period covered by this report a calendar year?

0078  Yes      0079  No - Enter time period covered →

FROM 0070	Month	Year	TO 0071	Month	Year
--------------	-------	------	------------	-------	------

0072 Name of person to contact regarding this report	0073 Title
--	------------

Telephone 0074	Area code	Number	Extension	Fax 0075	Area code	Number
-------------------	-----------	--------	-----------	-------------	-----------	--------

0076 Internet e-mail address	Date completed 0069	Month	Day	Year
------------------------------	------------------------	-------	-----	------

**Thank you for completing your 2002 Economic Census form.**  
**PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.**

51251072